

APPENDIX E: SAMPLE 360NETWORK AGREEMENT LETTER

360networks

2401 4th Avenue
Seattle, WA 98121

(t) 206.239.4360
(f) 425.988.0983
www.360.net

December 9th, 2002

Adrian Pearmine, P.E.
Associate

IBI Group
1022 SW Salmon Street
Suite 460
Portland OR 97205

Re: Washington State Dark Fiber Quote



Dear Adrian,

As you requested, I have revised the quote that I sent to you on December the 5th.

The new proposal is as follows:

1) Vancouver, WA to Seattle

Term: 20 Year IRU

Fiber IRU Non-recurring Charge: \$277,100 (2 fibers)

Route Maintenance Yearly Recurring Charge: \$57,050 (\$350 per route mile)

2) Seattle to Vancouver, BC

Term: 20 Year IRU

Fiber IRU Non-recurring Charge: \$738,000 (2 fibers)

Route Maintenance Yearly Recurring Charge: \$71,750 (\$350 per route mile)

Other Services:

Splicing Non-recurring Charge: \$5,000 per splice

Collocation: \$750 per rack (Monthly Recurring Charge), \$1,000 per Rack Installation Fee

Power: \$15 per amp (Monthly Recurring Charge)

Please note that,

- i. The attached quote, valid for 30 days, is budgetary and as such is subject to the execution of a definitive agreement between our two companies.
- ii. All services pertaining to this quote are available in inventory today. However, inventory is depleted on a first come, first served basis based on contract execution.
- iii. The information contained in this quote is proprietary and confidential.

Please review the material contained in this quote, and feel free to call me with any questions or comments you may have regarding this offer.

Sincerely,

Jeff Lawton
Account Executive
360networks, Inc.
(w) 206.239.4077